



# ***Navy-Industry International Dialogue***

## **International Programs Potential Business Opportunities**

**24 June 2003**



# ***Navy International Programs Office***

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## **Baseline Procedures and the Way Ahead**

***RADM Don Newsome  
Deputy Assistant Secretary of the Navy (International  
Programs)***

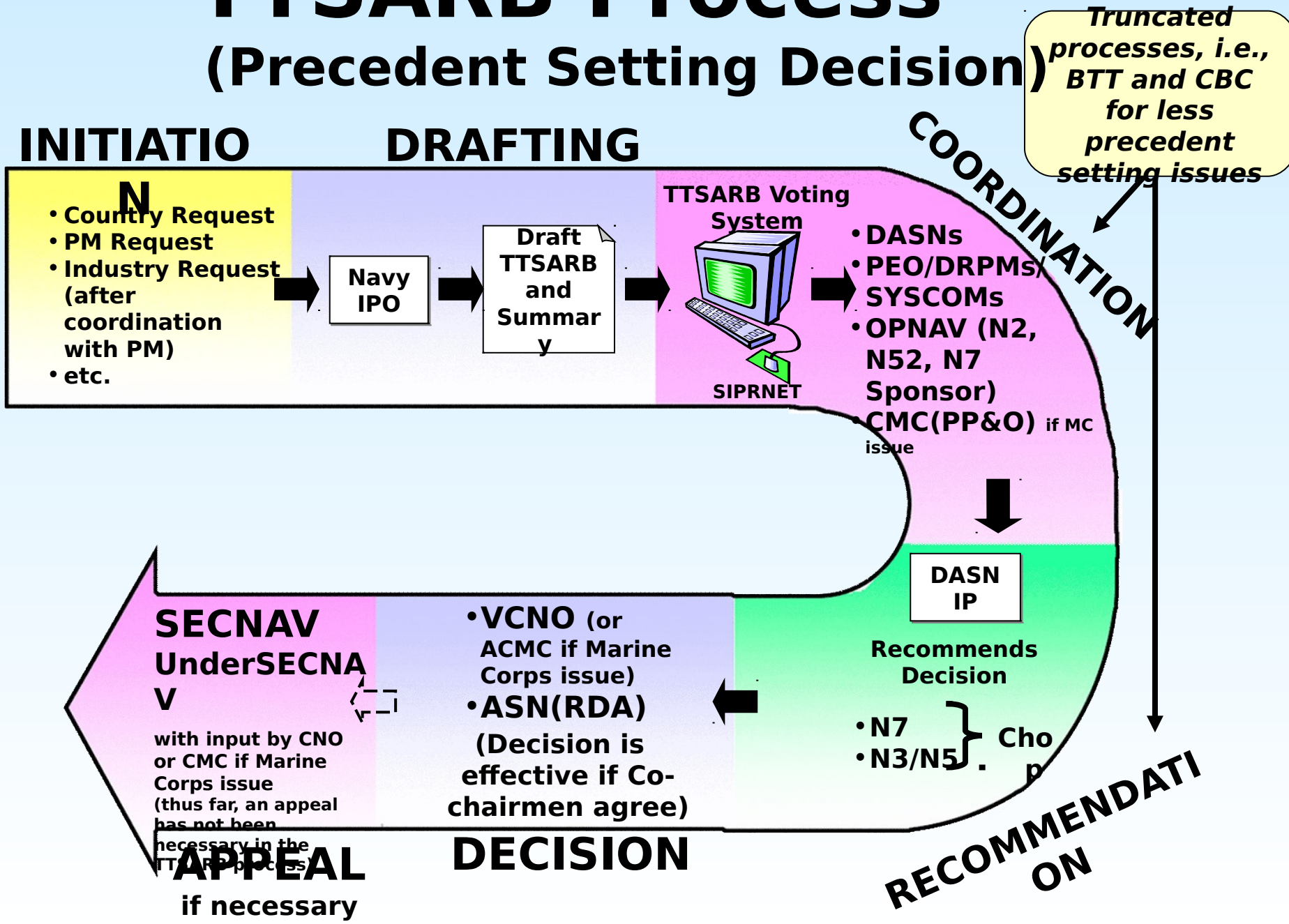
***24 June 2003***

# Agenda

- **Technology Transfer/Disclosure Process**
- **Export License Process**
- **MOU Process**
- **Foreign Comparative Testing Process**
- **FMS Process**
- **Ship Transfer Process**

# TTSARB Process

## (Precedent Setting Decision)



# Disclosure Policy Process

**Navy**

**Disclosure Authorities**

**OSD/State**

- *NSPD-19 initiative - establish SOPs and timelines for disclosure boards*
- *IPO Export License and Disclosure Policy Working Group*
- *Army, Navy, Air force Policy Harmonization working Group*

**Some Decisions Delegated to the Navy**

**Precedent Setting Issues**

**TTSARB**

**Decisions**

**Request for Exception as required**

**Balance of Decisions Retained by OSD**

**Arms Transfer Policy Review Group (ATPRG) -- Precedent Setting Issues**  
DASN(M)

**NDPC -- Transfer of Classified Information/Material**  
NIPO

**LO/CLO Tri-Service Committee and EXCOM**  
ASN(RDA)

**Committee on National Security Systems (CNSS) -- COMSEC**  
N6

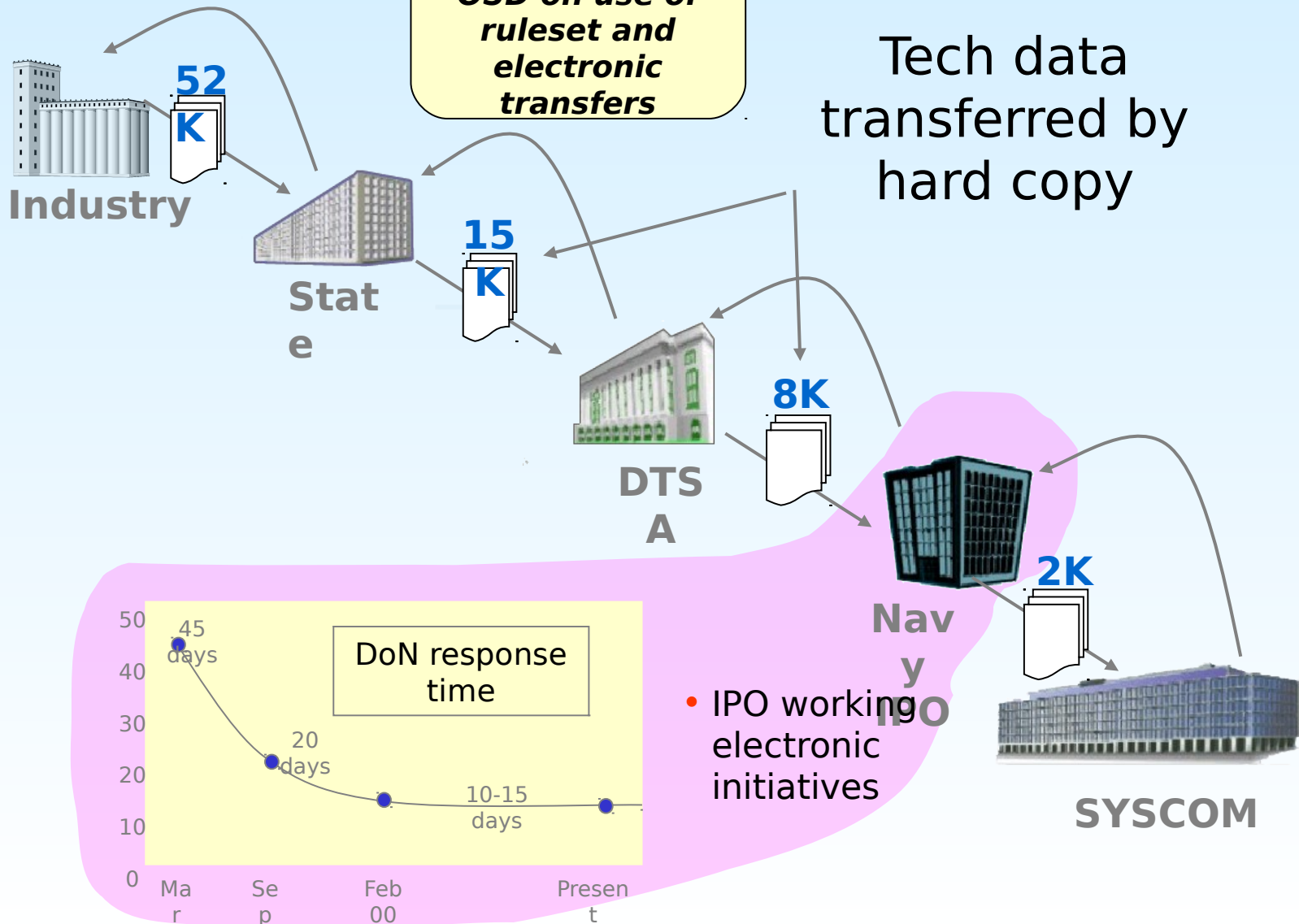
**Signals Intelligence Committee**  
N2  
**EW Parametric Data**

**Unified CMDs -- SATCOM**  
N/

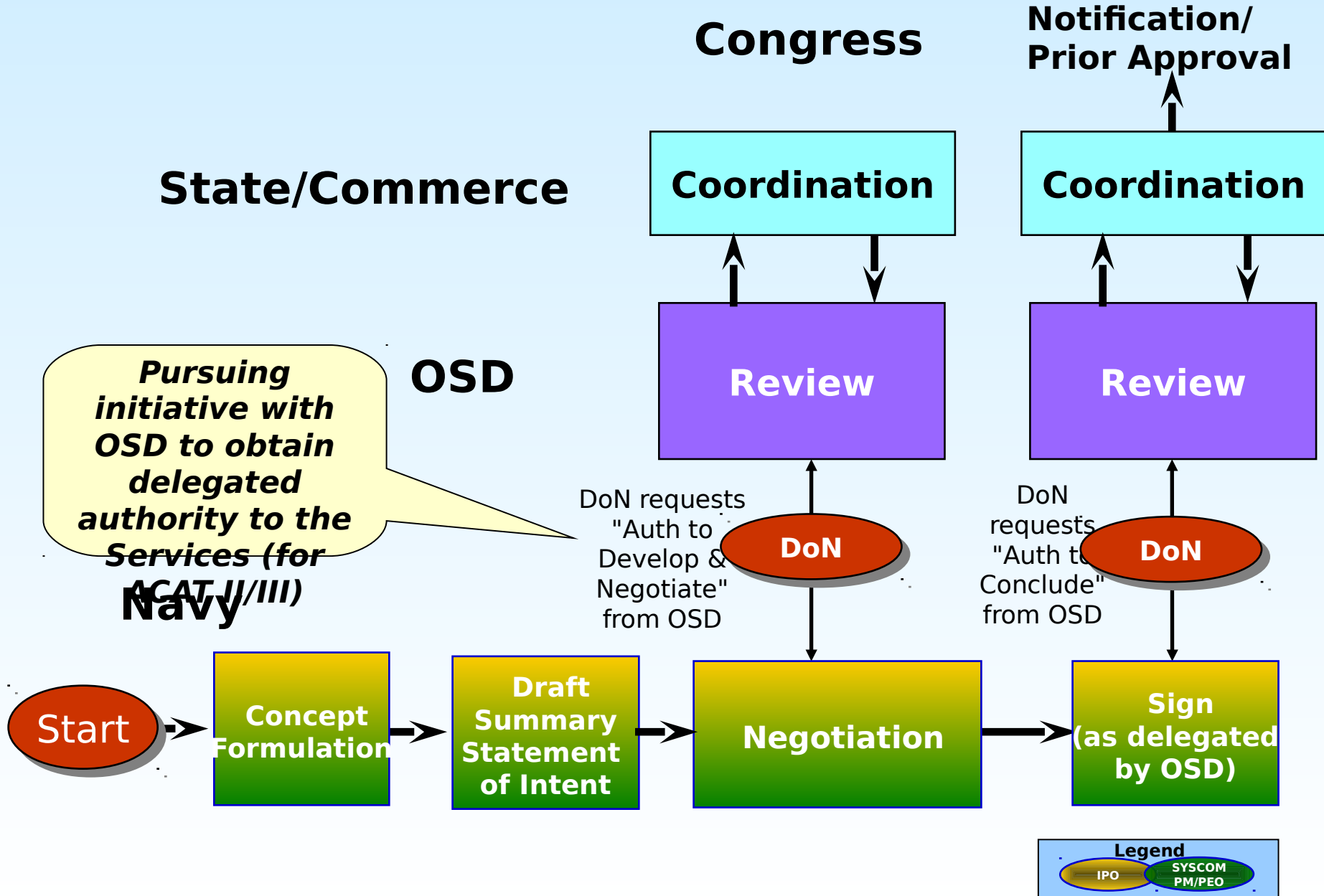
**D  
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# Export License

## Process



# International Agreement Process





# Foreign Comparative Test Process

*FCT Program is*

*under Ms. Sue Payton*

*(Deputy Under Secretary of Defense for Advanced Systems & Concepts)*

**OSD reviews all Service proposals and selects project IAW criteria and funding constraints**

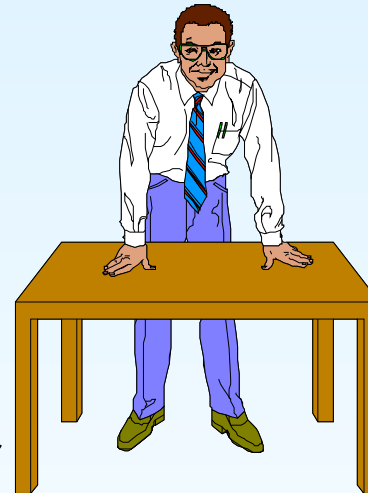
**US Program Manager drafts FCT project proposal**

**Navy IPO ranks all DoN proposals**



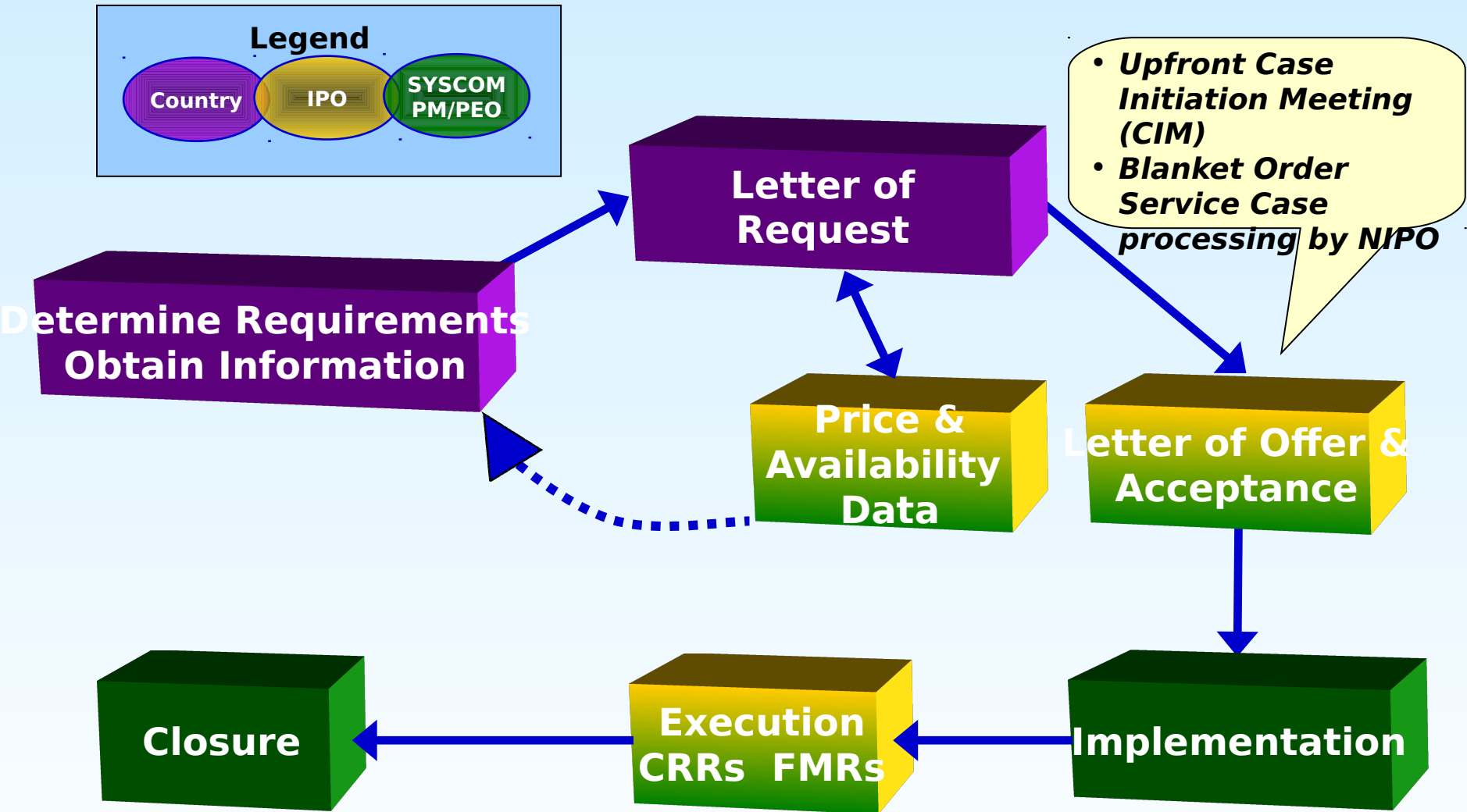
**Foreign contractor sells idea to U.S. Program Manager**

*Transition FCT from a competitor to U.S. industry to a partner, e.g., license production agreements and offset credits*

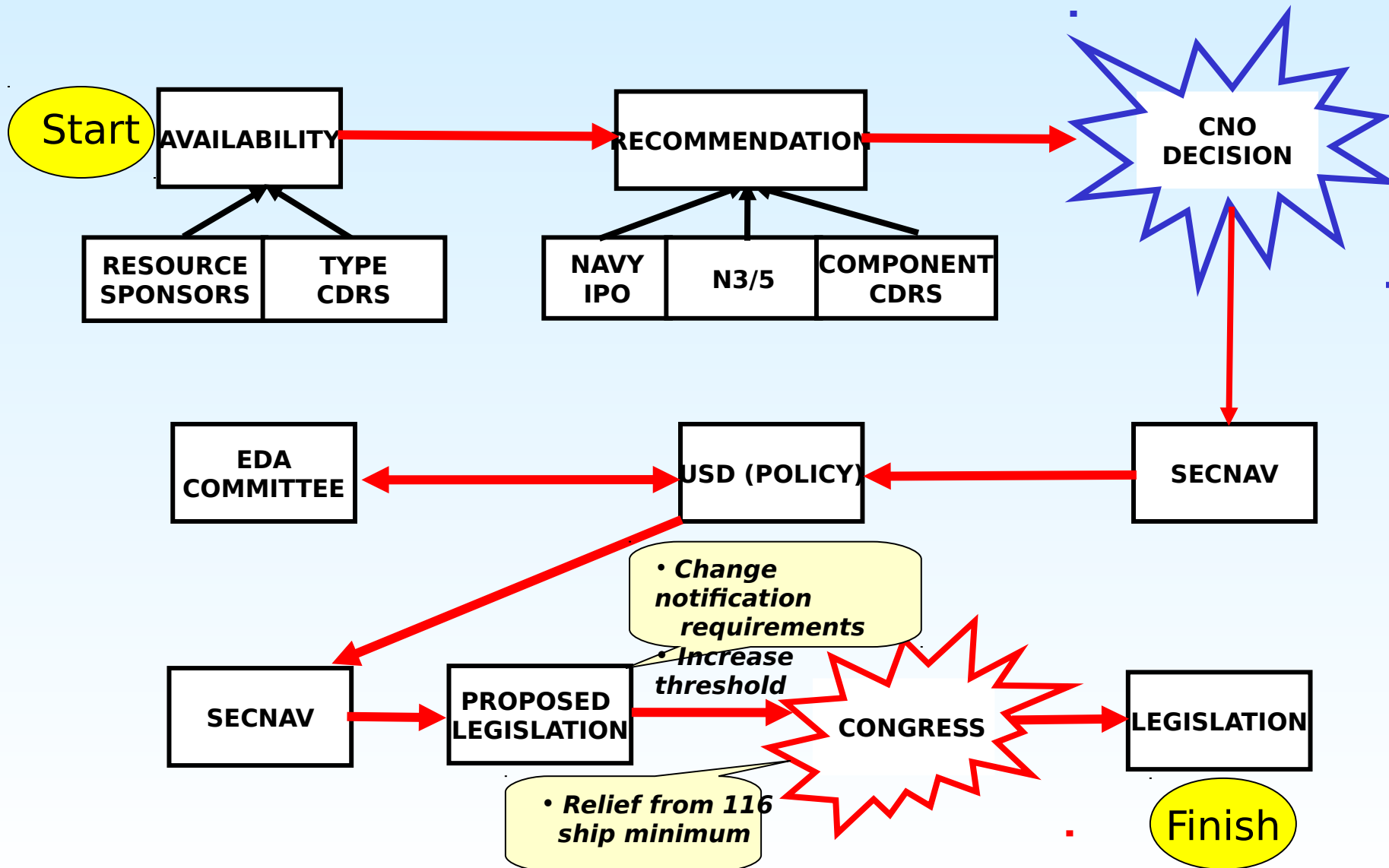




# FMS "Case" Process



# Ship Transfer Approval Process





# ***Navy-Industry International Dialogue***

## **International Programs Potential Business Opportunities**

**24 June 2003**



# ***Navy International Programs Office***

## **International Opportunities**

***Link Spann***

***Deputy Director Technology Security and Cooperative  
Programs***

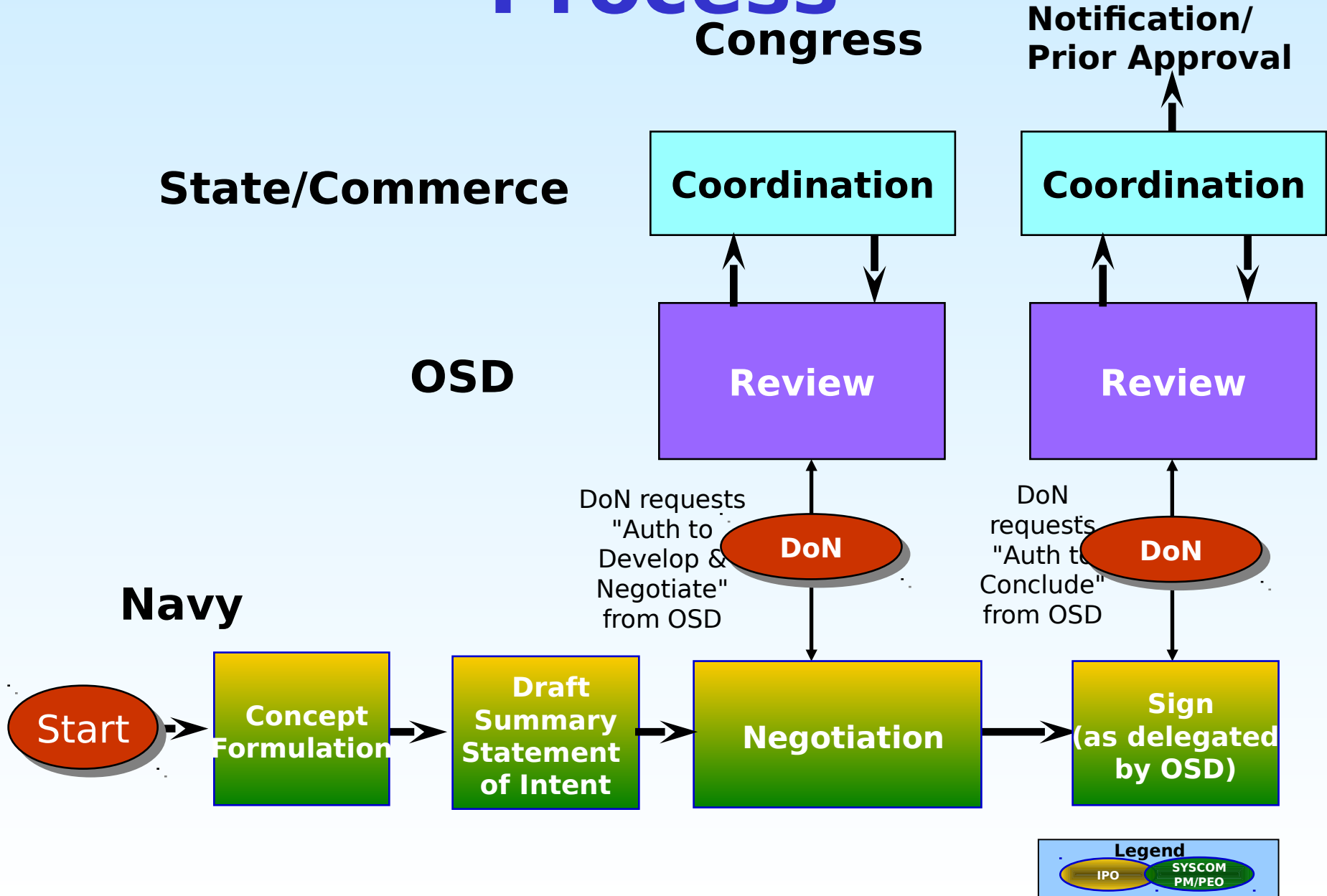
***24 June 2003***

# Agenda

- **Cooperative Opportunity Initiatives**
  - **In-Process Cooperative International Agreements**
  - **Data Exchange Annexes**
  - **Foreign Comparative Testing**
  - **Cooperative Opportunity Initiative**
- **Export Policy Initiatives**
  - **Policies being worked**
  - **Process Improvement Initiatives**
  - **How to work the Process**

# **In-Process Cooperative International Agreements**

# International Agreement Process





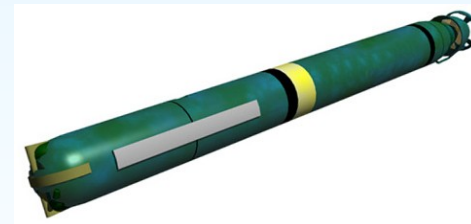
# In-Process Unmanned Undersea Vehicle (UUV) Technology

## Project Summary

- Potential U.S.-UK project to develop and demonstrate integrated sensor suite and autonomous vehicle systems for demonstration of Intelligence surveillance reconnaissance and anti-submarine warfare mission capability.
- Objective to improve ability to avoid underwater obstacles and to detect, track, classify and communicate positions of underwater threats.
- Project Arrangement (PA) under U.S.-UK Research and Development Umbrella MOU.

## Project Status

- Draft PA provided to the UK for review in mid-May 2003.
- Anticipate PA signature before the end of 2003.



# **In-Process PAs Under Maritime Missile Defense (MMD) MOU**

## **Project Summary**

- **Two PAs under the MMD Projects MOU are currently in technical discussions.**
- **The Modeling and Simulation PA with Germany and the Netherlands will enhance modeling and simulation of missile defense capabilities.**
- **The Ballistic Missile C4I PA will initiate a multinational**

## **Project Status**

- **Navy is making preparations to offer a draft PA for Modeling and Simulation.**
- **Authority for negotiation of BMC4I PA is being initiated wi**



# In-Process

## International Maritime Surveillance

### Project Summary

- Navy is proposing multilateral cooperation on development, production, and support of Multimission Maritime Aircraft (MMA) and Broad Area Maritime Surveillance (BAMS) Unmanned Aerial Vehicle.
- Program structured to allow multinational cooperation at differing levels of financial commitment.
- Program will allow nations to focus efforts:
  - MMA Airframe
  - MMA System
  - BAMS Airframe
  - BAMS System
- Industrial participation by partner nations commensurate with investment level negotiated and managed by U.S. prime(s).

### Project Status

- Briefed program to nations February 2003.
- Goal is signature with lead partner nation Spring 2004.
- Overall program (development, production, support) supported by several framework MOU's last



# **In-Process Replacement Combat System**

## **Project Summary**

- **U.S. Navy and Royal Australian Navy working to define Collins submarine Replacement Combat System (RCS) Program**
- **Hybrid Program to begin with FMS purchase of some systems and associated engineering support, then transition to long term cooperative program under an MOU**
- **Cooperative program will encompass joint production of CCS MKII systems, joint upgrade and development, and joint life cycle support**

## **Project Status**

- **MOU in development to define long term (15+ years) program**
- **Should be negotiated summer/fall 2003, in place spring 2004**
- **MOU will include 'best value' provisions for participation of Australia**



# In-Process Spartan Scout ACTD

## Project Summary

- Demonstrate the Military Utility of Unmanned Surface Vehicles for Assured Access and Force Protection in the littorals.
- Develop, integrate, demonstrate and assess Spartan core system and warfighting modules.
- PA with Singapore to develop Core System, ISR/FP, MIW and Precision Strike/ASuW modules.
- PA with France will demonstrate an ASW module, and NBC and Object Avoidance submodules.

## Project Status

- PA with Singapore signed March 2003. Negotiations with France pending.
- Demonstration period August 2003 - October 2005.
- Transition to fleet 2006-2007



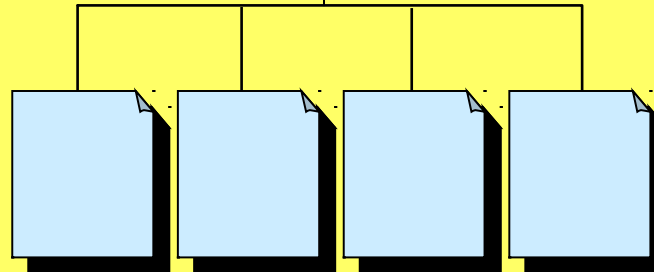
# Data Exchange

# Data/Information Exchange Agreement (DEA/IEA) Agreement Hierarchy

**Authority  
Retained By  
OSD**

Master  
Data/Information  
Exchange Agreement

**Authority  
Delegated  
to Navy**



**Annexes**

- Navy has over 300 DEA/IEA annexes with 27 countries



# **DoN R&D Data Exchange Program**

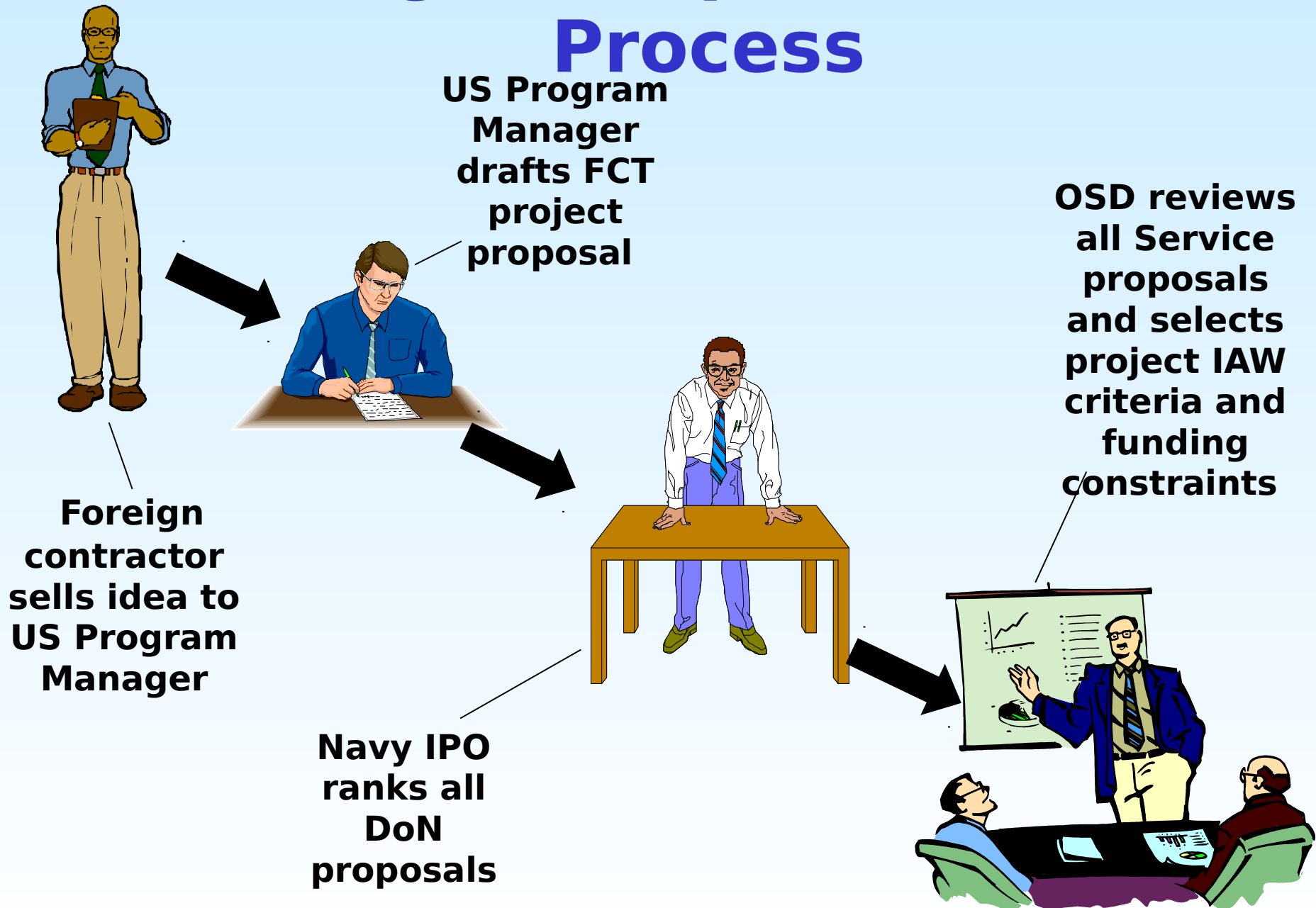
- **Navy IPO manages the DoN R&D Data Exchange Program**
- **Program is the authorized means to exchange R&D data with foreign governments**
- **Exchanges are conducted under technology-specific Annexes to Master Data/Information Exchange Agreements**
- **Exchange Program has been the source of many cooperative program initiatives**

# **Areas of Interest for Future Exchanges**

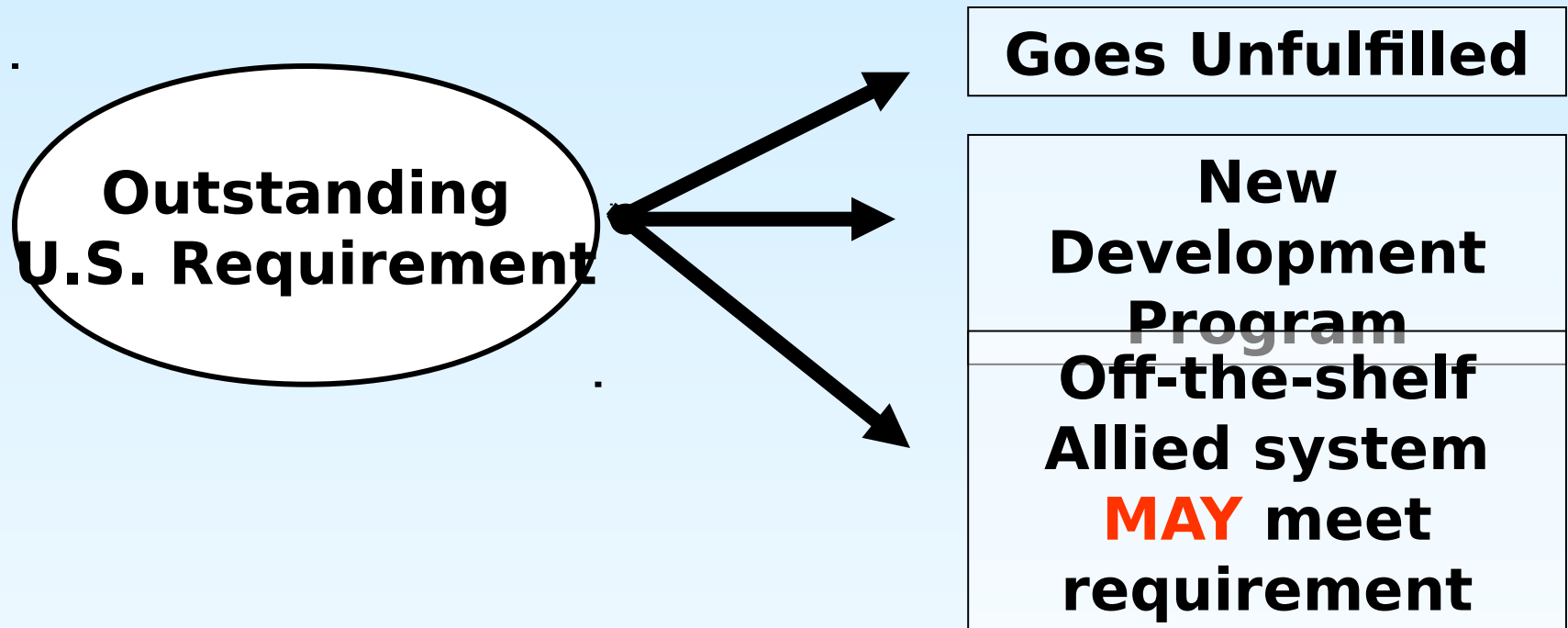
- **Maritime surveillance/patrol platforms**
- **Electric ship technologies**
- **Ship Design techniques and technologies**
- **Surface warfare systems technologies**
- **Single integrated air picture technologies**
- **Transformational technologies**

# **Foreign Comparative Testing**

# Foreign Comparative Test Process

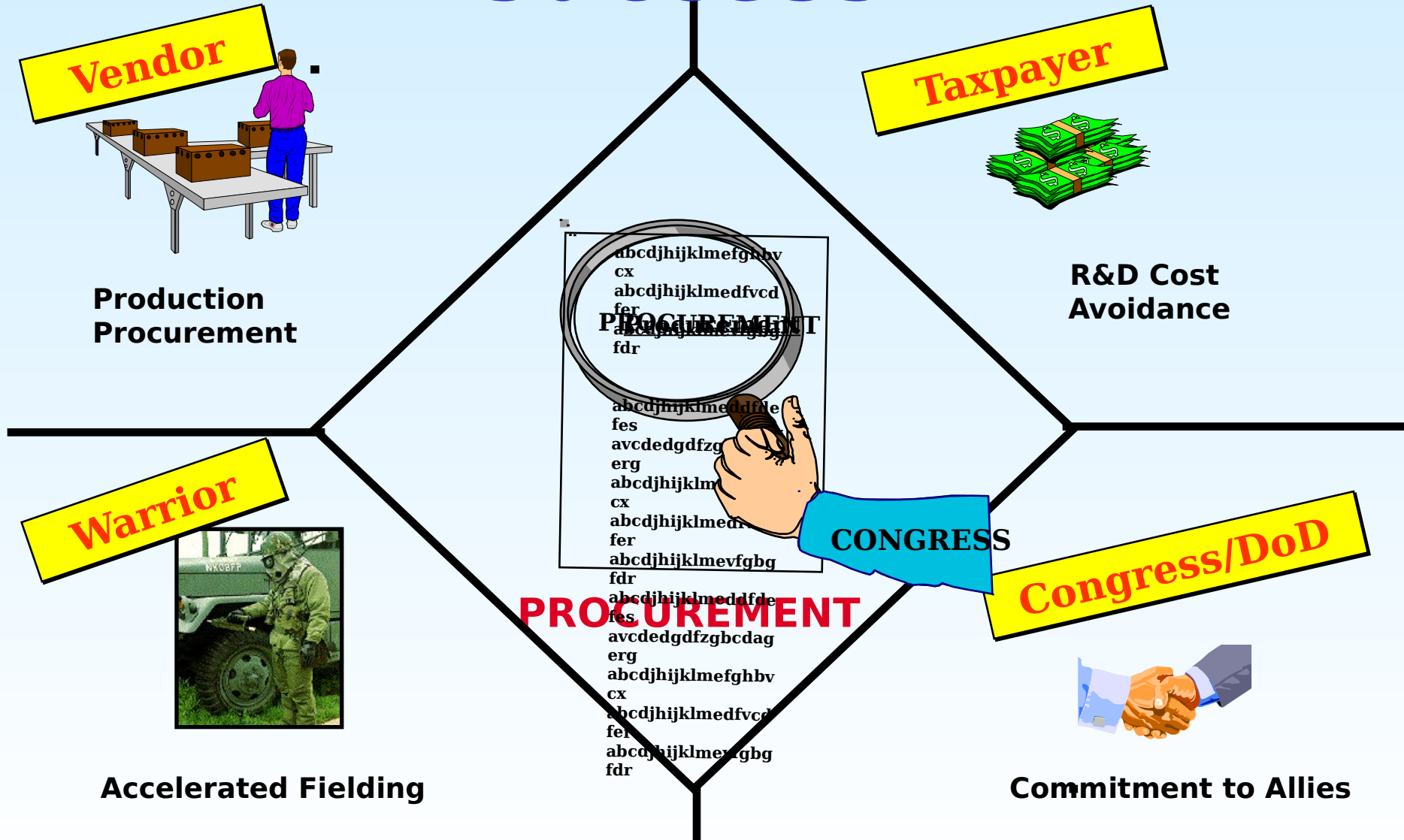


# Foreign Comparative Testing

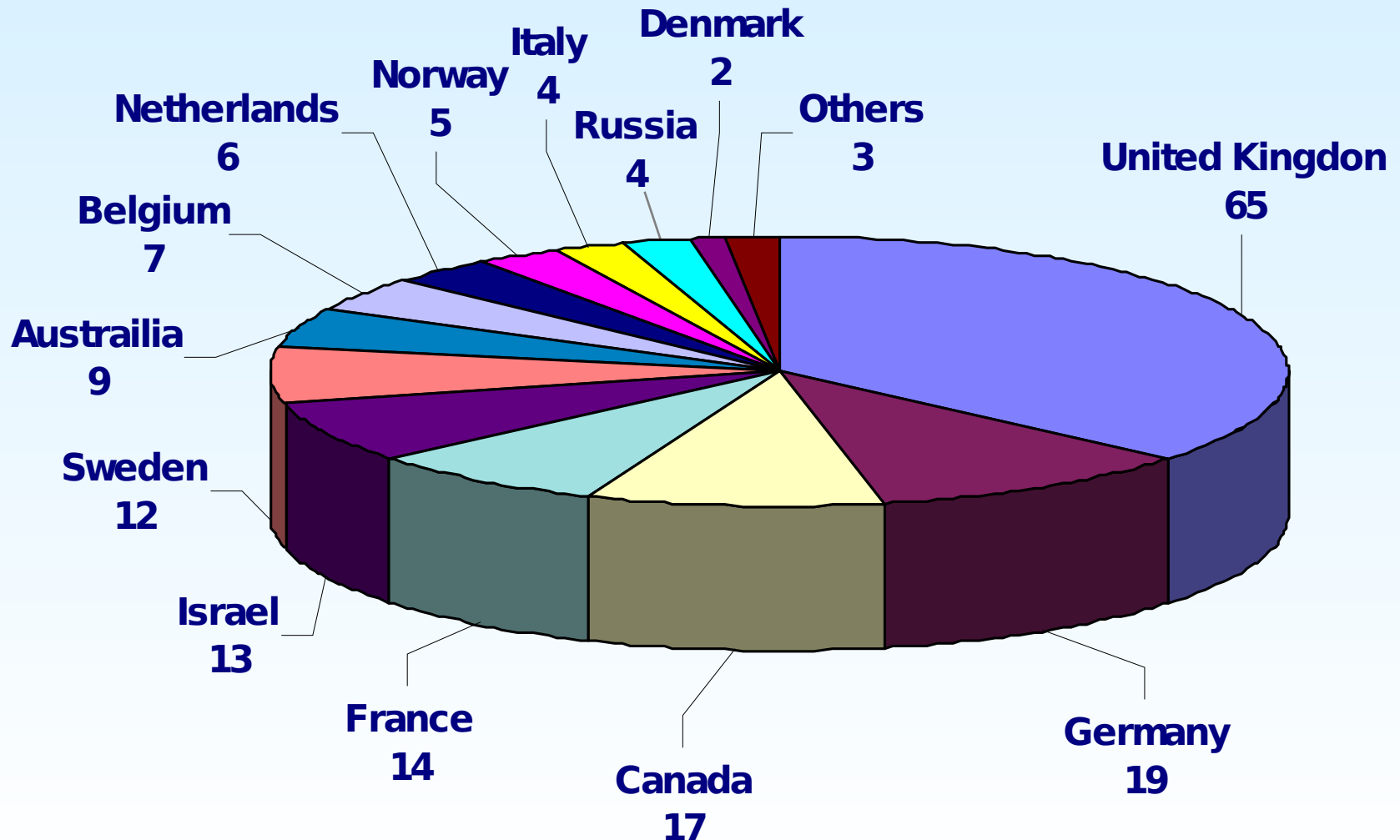


- **FCT Program provides funds to test allied Non-Developmental Items (NDI)**
- **Budgeted funds for production of item is a key criteria**

# FCT Measures of Success



# International Participation in DoN's Foreign Comparative Testing (FCT) Program





# Technology Interest Areas

## Navy

### **Components and Sub-systems to incorporate into:**

- Shipbuilding capabilities, such as items for:
  - LPD-17 amphibious ship construction and supporting systems.
- Littoral warfare, such as submarine operations.
- Mine warfare, minesweeping, ROVs.
- Unmanned underwater vehicles, particularly:
  - Untethered autonomous vehicles.
- Light Detection and Ranging (LIDAR) systems, particularly:
  - LIDAR employed from aircraft to search the ocean
  - LIDAR employing in-water sensors
- Force Protection systems, particularly for:
  - Ships anchored or moored in or near a harbor
- Very shallow water mine and obstacle clearance systems.
  - Particularly interested in 10-foot water depth up to the beach.
- Fiber-optic ring laser gyro systems.

# Technology Interest Areas

## Marine Corps

### **Components and Sub-systems to incorporate into:**

- Joint Tactical Radio System (JTRS)
- Advanced Amphibious Assault Vehicle (AAAV)
- Expeditionary Fire Support System (EFSS) (120mm mortar system)
- High Mobility Artillery Rocket System (HIMARS)
- M1A1 Tank, Firepower Enhancements Program (FEP)
- Lightweight 155mm Howitzer (LW155)
- Systems employing Thermal Weapon Sights (TWS)
- Light Armored Vehicle Command & Control upgrade program
- Ground Weapons Locating Radar (GWLR)
- Family of Incident Response Systems (FIRS), including:
  - NBC Detection, Decontamination, Medical, and Protection
- Tactical Water Purification System (TWPS)
- Joint Biological Point Detection System (JBPDS)

# Foreign Comparative Test - Key Info

<b>Total Program FY 2003</b>		<b>\$33M (OSD PE)</b>
<b>Management/POC:</b>		<b>OSD (AT&amp;L/AS&amp;C/FCT)</b> <b>LTCOL Rocky Reiners</b> <b>email: Rockford.Reiners@osd.mil</b> <b>phone: (703) 602-3740</b>
<b>Navy/POC:</b>		<b>Navy International Programs Office</b> <b>Mr. Michael Locke</b> <b>email: Michael.locke@navy.mil</b> <b>phone: (202) 764-2448</b>
<b>Key Dates</b>	<b>15 January</b>	<b>Summary proposal submission deadline for following fiscal year</b>
	<b>1 June</b>	<b>Final proposal submission deadline for following fiscal year</b>
	<b>1 August</b>	<b>Project selection announcement for following fiscal year</b>
<b>"Typical" Project Funding</b>		<b>\$200K - \$4M (over 1 to 3 fiscal years)</b>

# U.S. Industry on FCT

- **Yesterday's Perceptions:**
  - Limited involvement
  - FCT was a competitor
  - Not a FCT supporter
- **Tomorrow's Opportunities:**
  - Leverage FCT as a tool to work on “offset” commitments to the extent permitted by USG policy
  - Advocate FCT project to Service
  - “Mentor” foreign partner
  - License product in advance
  - Influence U.S. government support

# **Cooperative Opportunity Initiative**

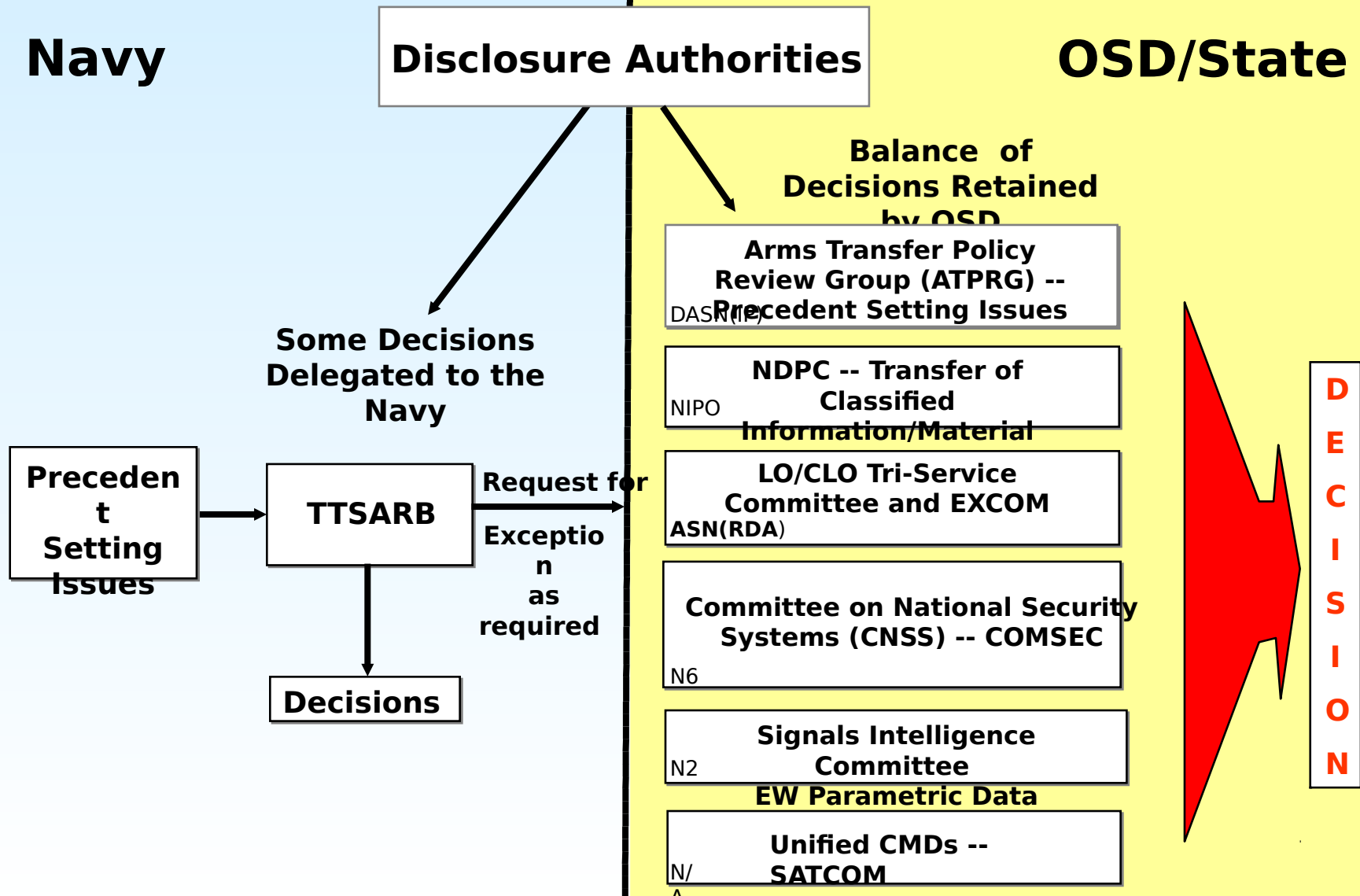
# **Cooperative Opportunity Initiative**

- **IPO-01 is centralizing a cooperative opportunity identification function**
- **Goal is to capture N3/N5, ONR, SNR, and IPO international technology efforts to develop a coordinated/prioritized international strategy**
- **Initiative will include:**
  - **Assessment foreign technology**
  - **Determination of warfighter priorities/budget**
  - **Determination of milestones/schedules**
  - **Identification of points of contact**

# **Export Policy Initiatives**

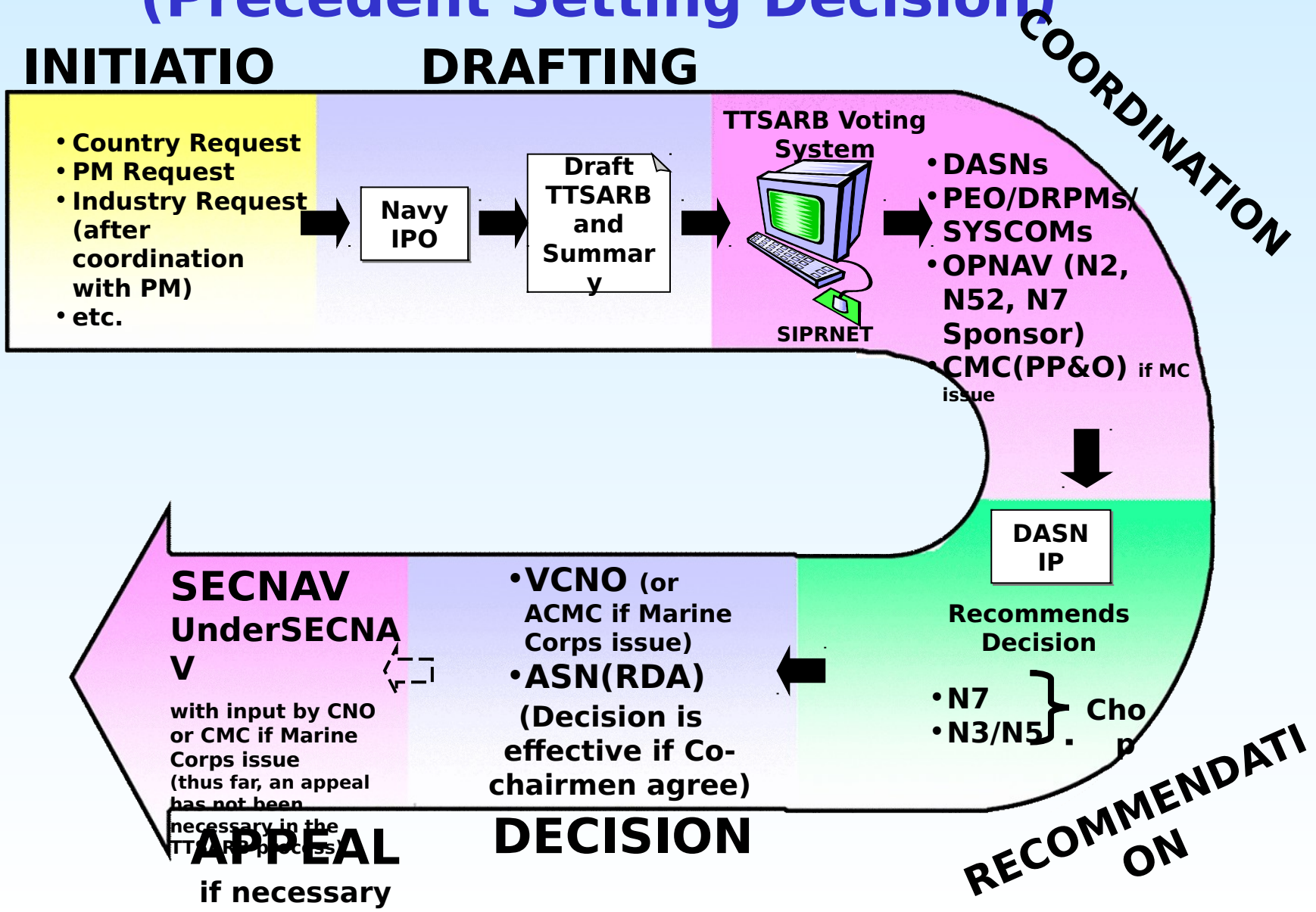


# Disclosure Policy Process



# TTSARB Process

## (Precedent Setting Decision)

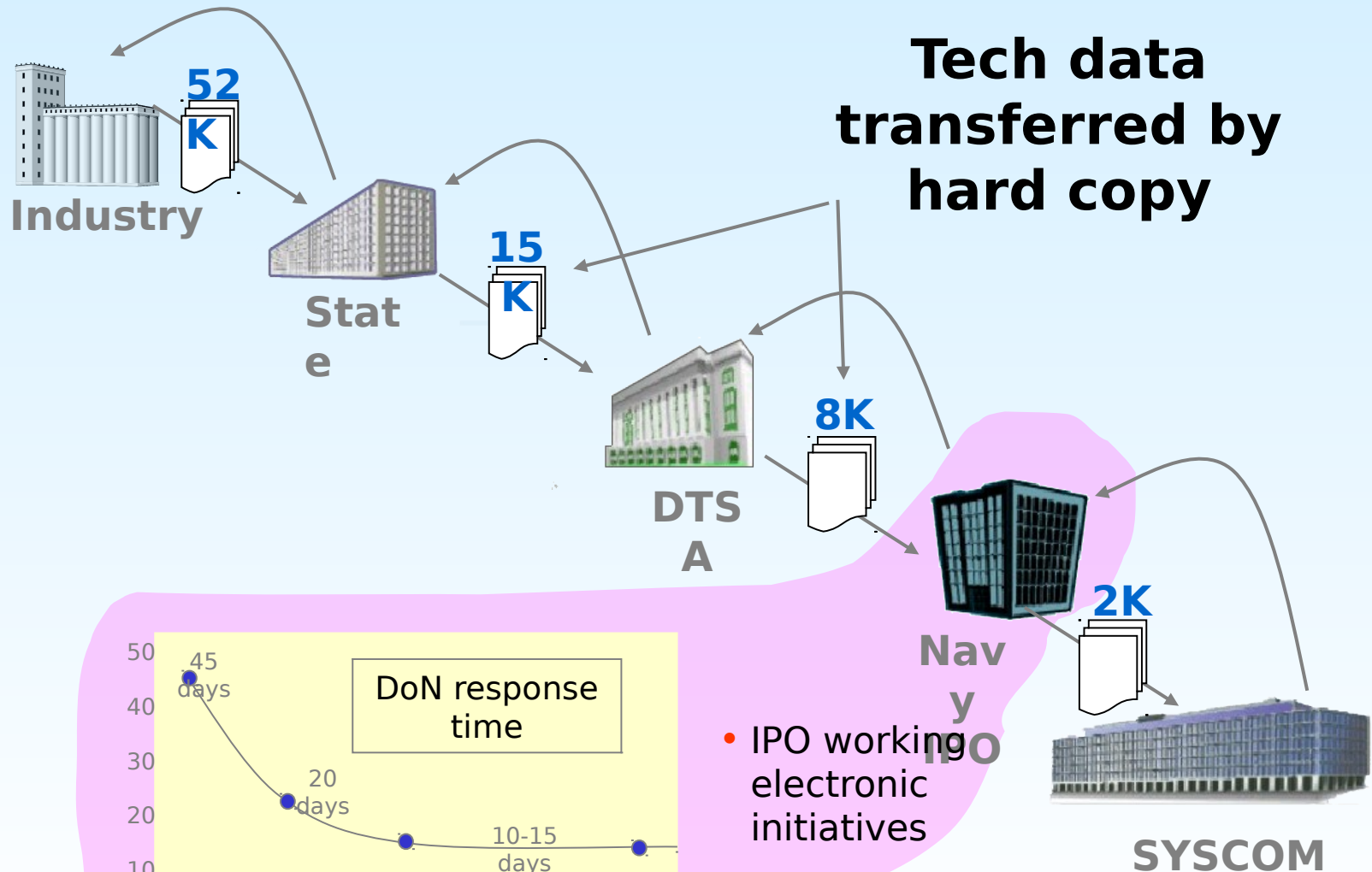


# **Major Policy Initiatives**

## **(Next 12 Months)**

- **Tomahawk Missile**
- **UAV**
- **UUV**
- **JSF**
- **Reconnaissance Pods**
- **Targeting FLIRs**
- **AN/SPY-3**
- **Airborne Towed Decoys**
- **TBMD**
- **Torpedo Defense**
- **Maritime Helo**
- **MMA/BAMS**
- **Taiwan Diesel Sub**
- **JSOW**

# Export License Process



# **Export License Initiatives**

- **Developed automated ruleset for the Services to improve the staffing process.**
- **Working with DTSA to implement a fully automated process with projected roll out date of April 2004.**
- **Participating in DTSA-led initiative to improve the clarity, consistency, and applicability of DoD provisos on license requests.**

# **Process Improvement Initiatives**

- **NSPD-19**
  - **Establishing standard operating procedures for the various disclosure boards including timelines**
  - **Automation of export license process to include rulesets**
  - **Export License proviso reform**
- **IPO Export License and Disclosure Prioritization meetings**
- **Army, DoN, USAF Policy Harmonization Working Group**

# Working the Process

- **Understand the disclosure (TTSARB, NDPC, LO/CLO) and foreign transfer processes (export license, ITAR exemption)**
- **Know the (DoN, DoD, USG) policies related to your systems**
- **Coordinated actions should be "timeline appropriate"**
  - **Export configuration -- concurrent with initial design**
  - **Policy change -- 12 to 18 months prior**
  - **Export license -- 3 to 5 months prior**
- **Know the interested DoN and DoD offices and their concerns/issues**



# ***Navy-Industry International Dialogue***

## **International Programs Potential Business Opportunities**

**24 June 2003**





# ***Navy International Programs Office***

## **Security Assistance Business Opportunities and Initiatives**

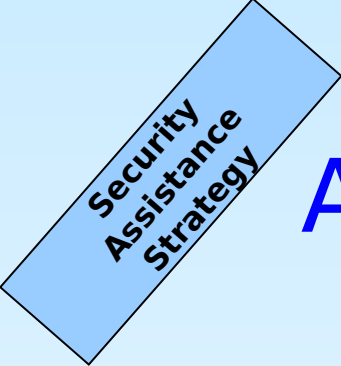
***CAPT Elliott Powell***

***Director of Security Assistance, Navy International  
Programs Office***

***24 June 2003***

# Agenda

- Security Assistance Strategy
- LOA Development Improvements
- Business Opportunities
- Ship Transfer Initiatives
- Customer Service
- Way Ahead



# Aligning Stakeholder Goals

**National Goals**

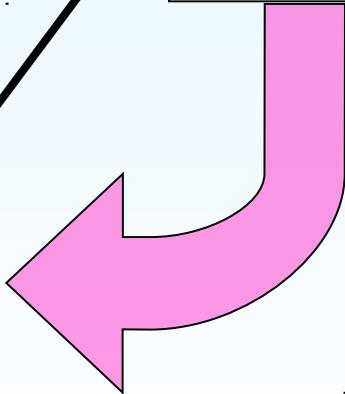
**DoN Goals**

**Customer Goals**



**Navy IPO Strategic Plan**

**IPO "TOP FIVE" GOALS**



# Navy IPO Top 5 Goals

- **Programs**

- Subs, KIDDS, P-3, C4I, Aegis, Tomahawk, Joint Strike Fighter, etc

- **Improve Processes**

- Export Licensing, Disclosure Policy, MOUs, LOAs, FMS Budget

- **Improve Communications**

- Company Days, NIID, DoN/DoD Exec Updates, Newsletter, Country Summaries, Four Flag and SC-5 meetings

- **Personnel**

- CCAS (OSD workforce demonstration project), International acquisition career path training

- **Campaign Plans**

- F/A-18E/F, V-22, and MMA/P-3 complete, many more in work

# Areas of Emphasis and Concern

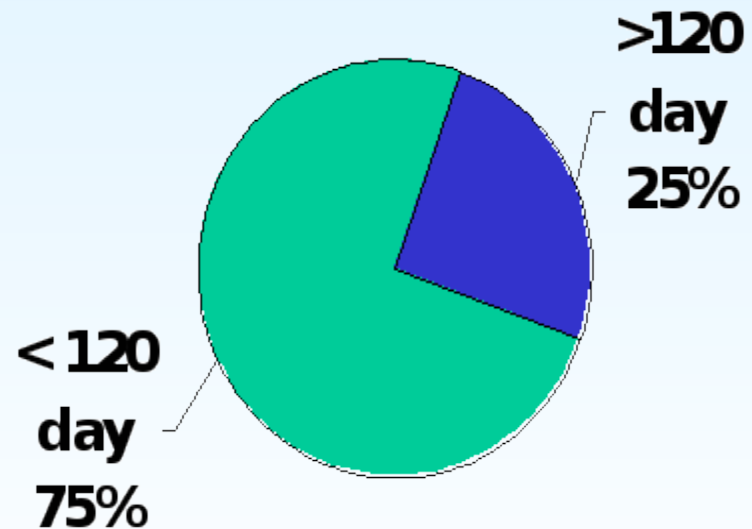
- Growth of hybrid and cross- MILDEP programs require additional Workyears and training to meet increased effort
- Need to adapt the “FMS Process” to changes in foreign acquisition environment (e.g. Canadian AIM-9X purchase)
- Competition from foreign nations requires more interaction
- ***Synchronize Foreign Buys with DoN Acquisition Plans for Economies of Scale***
- ***Congressional Oversight of Ship Transfer***
- Business Process Improvements (e.g., CEMIS, PPBS, PBC, BPR) may overload existing workforce and expertise

# Customer Concerns

- ***FMS/DCS Hybrid cases, Team International, Contract Type (e.g., FFP or NTE)***
- ***Participation in LOR/LOA development***
- Transparency/Information in case execution and financial management
- Releasability and Disclosure streamlining
- Country Program Director as advocate for the customer Cooperation
  - ***Gov't/industry coordinated response, Team USA, Hybrid cases***
- ***Transparency- in LOR, LOA development process, pricing and more***
- Flexibility- in contrast to One Policy Fits All approach
- ***Responsiveness - tailor response to customer requirements***
- ***Timeliness - response time is an essential part of quality service***
- ***Customer Care - Ombudsman***

# LOA Development Improvement

- FMS customers desire, and sometimes require, LOAs faster than DoN produces them
- Approximately 25% of DoN LOAs do not meet 120 day process goal





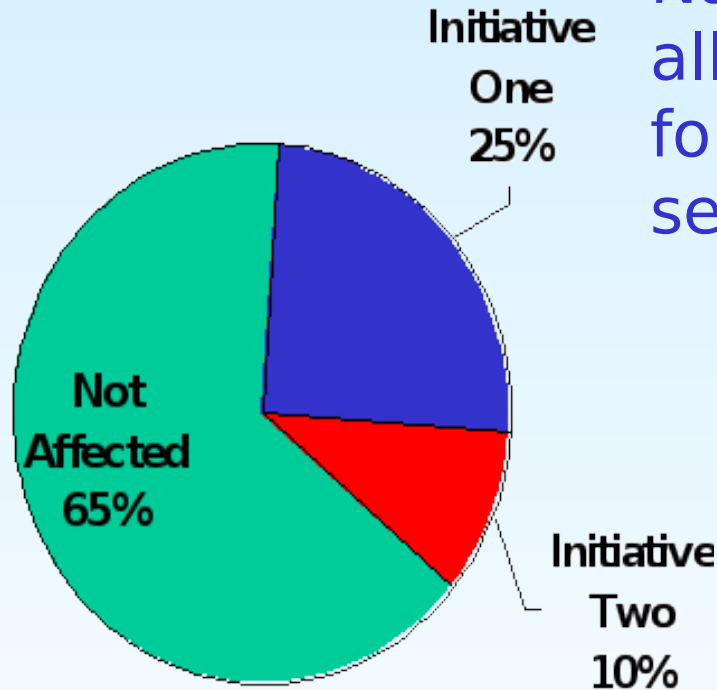
# LOA Processing Time

- 1250 LOAs, Amendments and Mods annually
- Anticipate 30% growth in Amendments/Mods
- Good News: Overall 92 day average to process LOAs
- Bad News: Generally when customers get upset, they are not looking at averages -- they are looking at what is happening to them on an individual case.



# LOA Development Initiative

Universe of FMS Cases



Navy IPO will develop all Blanket Order Cases for Services, vice sending to SYSCOMs

Navy IPO will hold "Case Initiation Meetings" (CIMs) for about a third of all Defined Order Cases for Systems (most complex cases)

*Even though we are changing procedures for only 35% of the cases, we are estimating a 23 day reduction in LOA development time overall*

LOA Development  
& Improvements

# Synchronize Foreign Buys

LOA Timeline

LOA Preparation  
(120 Days)

LOA 36B Congressional  
Notification (60-90 days)

Acceptance of LOA by Customer  
(90-120 days)

LOA Implementation  
(21 days)

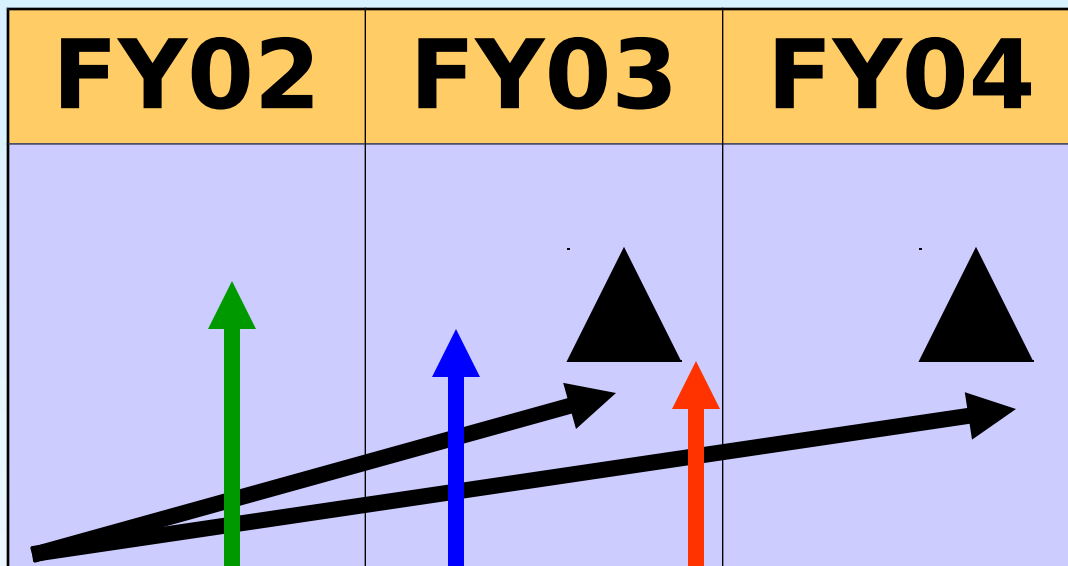
Contract award  
(With LOA/funding  
at least 3 months prior)

Annual Contract  
Award for US  
Requirements

For FY03 Buy, want LOR here

For FY03 Buy, want LOA here

Don't want LOA here for FY03



# LOAs in Development

LOA  
Development &  
Improvements

## Snapshot” of Significant FMS LOA Activity (as of 20 June)

LOR Received (+ For P&A)	LOA Development (+ For P&A)	DSCA/State For	Offered to Customer (+ For P&A)	Accepted by Customer
<ul style="list-style-type: none"> <li>Nothing To Report</li> </ul>	<ul style="list-style-type: none"> <li>ESSM</li> <li>SH-2 Helo</li> <li>SH-3H Helo</li> <li>JSOW</li> <li>JTIDS/LINK16</li> <li>P-3C/FF/DD/ Radar/SM-2+</li> <li>Sub Combat System</li> <li>Aegis</li> <li>Maritime Helo +</li> <li>TF-30 P414 Engines</li> <li>MK 54 Torp</li> <li>SM-2 BLK IIIB</li> <li>LPD +</li> <li>P-3</li> <li>E-2C</li> <li>Harpoon</li> <li>AIM-9M</li> <li>RAM</li> <li>CIWS</li> <li>TA-4J +</li> <li>LAU-127 Launchers</li> <li>MK41 VLS BL VI</li> <li>E-2C ECP Kits</li> <li>Tomahawk Missile and</li> </ul>	<ul style="list-style-type: none"> <li><b>Approval</b></li> <li>Nothing To Report</li> </ul>	<ul style="list-style-type: none"> <li>E-2C</li> <li>Predator Anti-Armor Weapon +</li> <li>LINK 16</li> <li>SM-2 BLK IIIB</li> <li>AIM-9M +</li> <li>AIM-9X +</li> <li>Harpoon</li> <li>SM-2 Tactical and Telemetry Missiles</li> <li>76MM/20MM Ammo</li> <li>RIM-7M Upgrades</li> <li>MK 48 Torp +</li> <li>MIDS</li> <li>SM-2 BLK IIIA</li> <li>E-2C +</li> <li>LINK 11</li> <li>Predator Anti-Armor Weapon +</li> <li>P-3 Support</li> <li>AIM-9X</li> <li>SM-1</li> </ul>	<ul style="list-style-type: none"> <li>Blanket Order Trng</li> <li>CEC for TYPE 45 FF</li> <li>Harpoon</li> </ul>

**Significant FMS LOAs Implemented within the last 30 days:** AAV , Aerostat Radar , KIDD DDGs,

**Significant LOAs Not Accepted by Customer:** Nothing To Report

**“Bold”** Indicates changes from last report.

**Business  
Opportunities**

# DoN FMS Sales

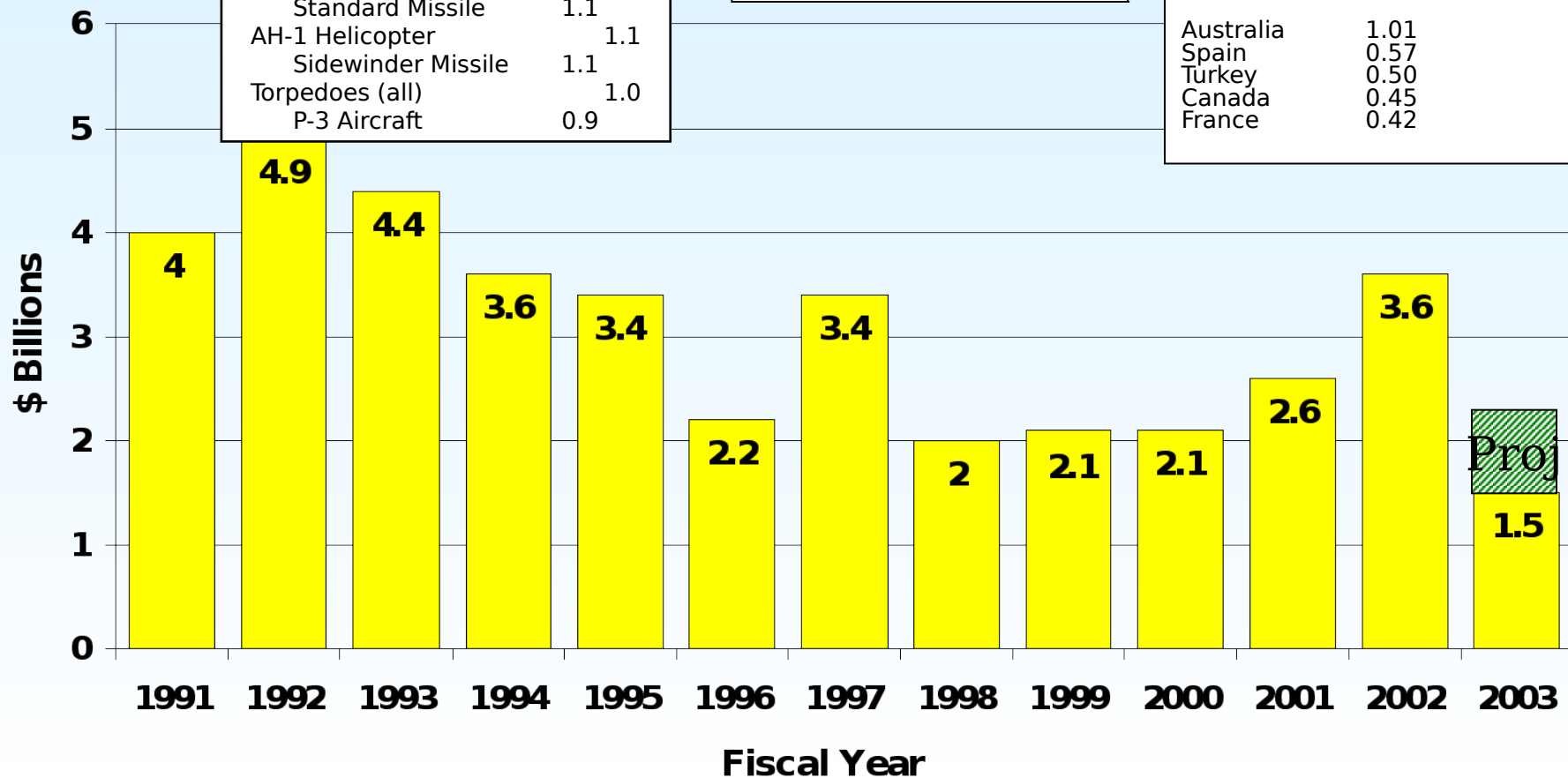
Top Selling DoN Systems  
(Through Sep 02 -Sales in \$  
billions)

F/A-18 Aircraft	\$8.7
Harpoon Missile	3.8
AEGIS	2.6
E-2C Aircraft	1.7
Standard Missile	1.1
AH-1 Helicopter	1.1
Sidewinder Missile	1.1
Torpedoes (all)	1.0
P-3 Aircraft	0.9

**FY03 (as of 22 May  
03): 242 FMS Cases  
Implemented**

Top DoN Customers  
(FY1998-2003 sales in  
\$billions)  
As of 23 May 2003

Taiwan	1.99
Korea	1.81
Japan	1.75
Egypt	1.51
United Kingdom	1.20
Australia	1.01
Spain	0.57
Turkey	0.50
Canada	0.45
France	0.42

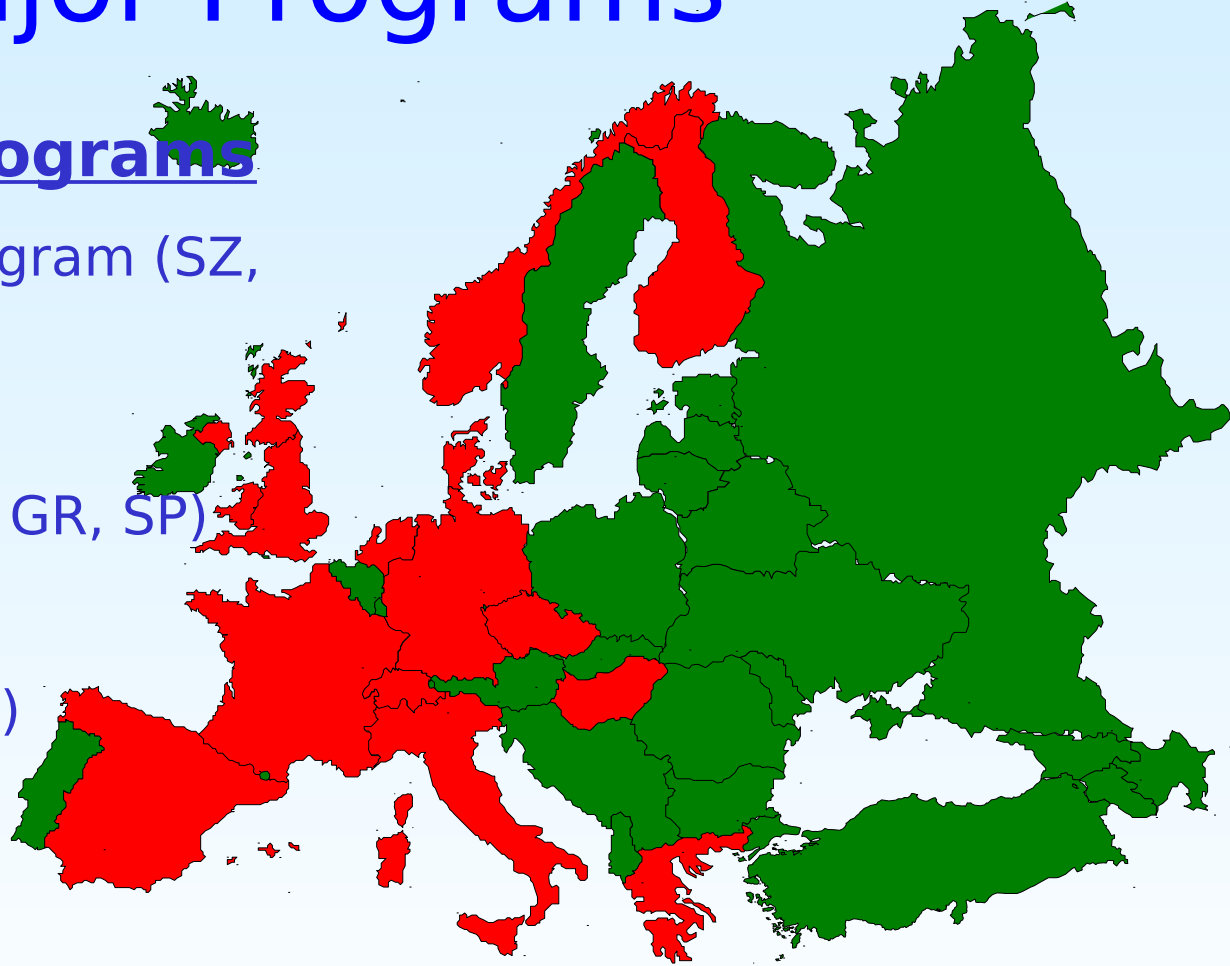


# EUCOM

## Major Programs

### Potential Programs

- New Fighter Program (SZ, EZ)
- F/A-18 (FI, SZ)
- SM-2 Blk II (GY, GR, SP)
- MIDS (GR)
- Air Missiles (HU)
- JSF
- MV-22 (UK)
- P-3 (IT)



#### **AOR Totals**

**Number Cases: 2,132**

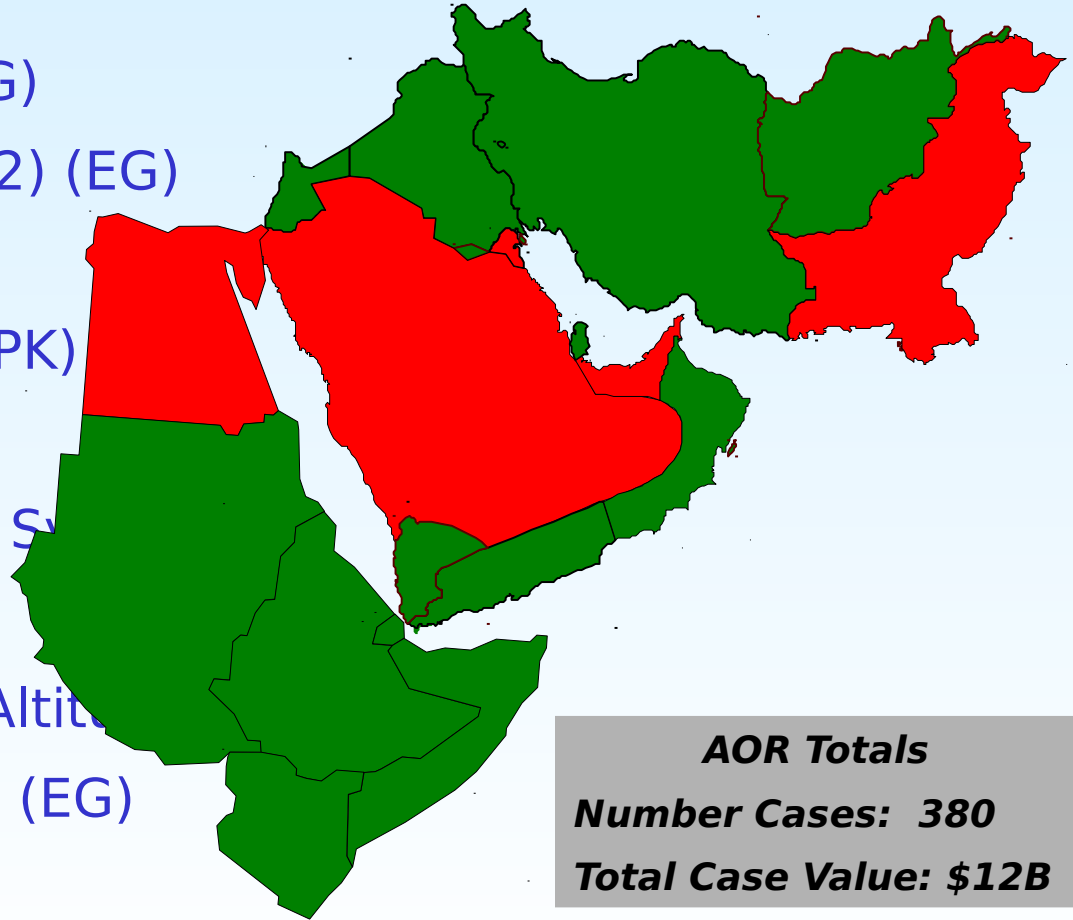
**Total Case Value: \$16.1B**

# CENTCOM

## Major Programs

### Potential Programs

- E-2C Aircraft (AE)
- Fast Missile Craft (EG)
- Diesel Submarines (2) (EG)
- ESSM (AE)
- P-3C Support Case (PK)
- LASS (EG) (Low  
Altitude Surveillance System)
- CLAWS  
(Complementary Low Altitude  
Weapons System) (KU) (EG)



#### **AOR Totals**

**Number Cases: 380**

**Total Case Value: \$12B**

Business  
Opportunities

# NORTHCOM/SOUTHCOM Major Programs

## Potential Programs

- RAM/ESSM/Harpoon/AIM-9X (BR, CI, CN)
- New Ship Construction (CI)
- SPRUANCE Transfers (BR, CI)
- C4I-Link 11 COMSEC (BR)
- JSOW (CN)

### **AOR Totals**

**Number Cases: 538**

**Total Case Value:**

**\$1.59B**



# PACOM

## Major Programs

### Potential Programs

- Additional Aegis (JA)
- P-3s (TW, KS)
- MIDS (JA)
- Sea Based Missile Defense/SM-3 (JA)
- Interoperability on AAW DD (AT)
- F/A-18 E/F (SN, MF)
- CEC (AT)
- E-2C (MF)



#### **AOR Totals**

**Number Cases: 1,413**

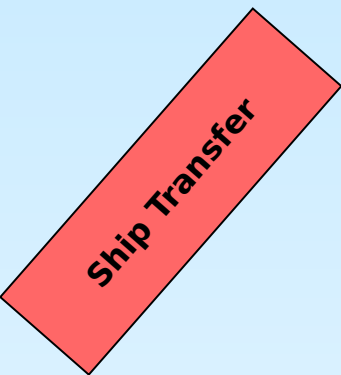
**Total Case Value:**

**\$10.3B**

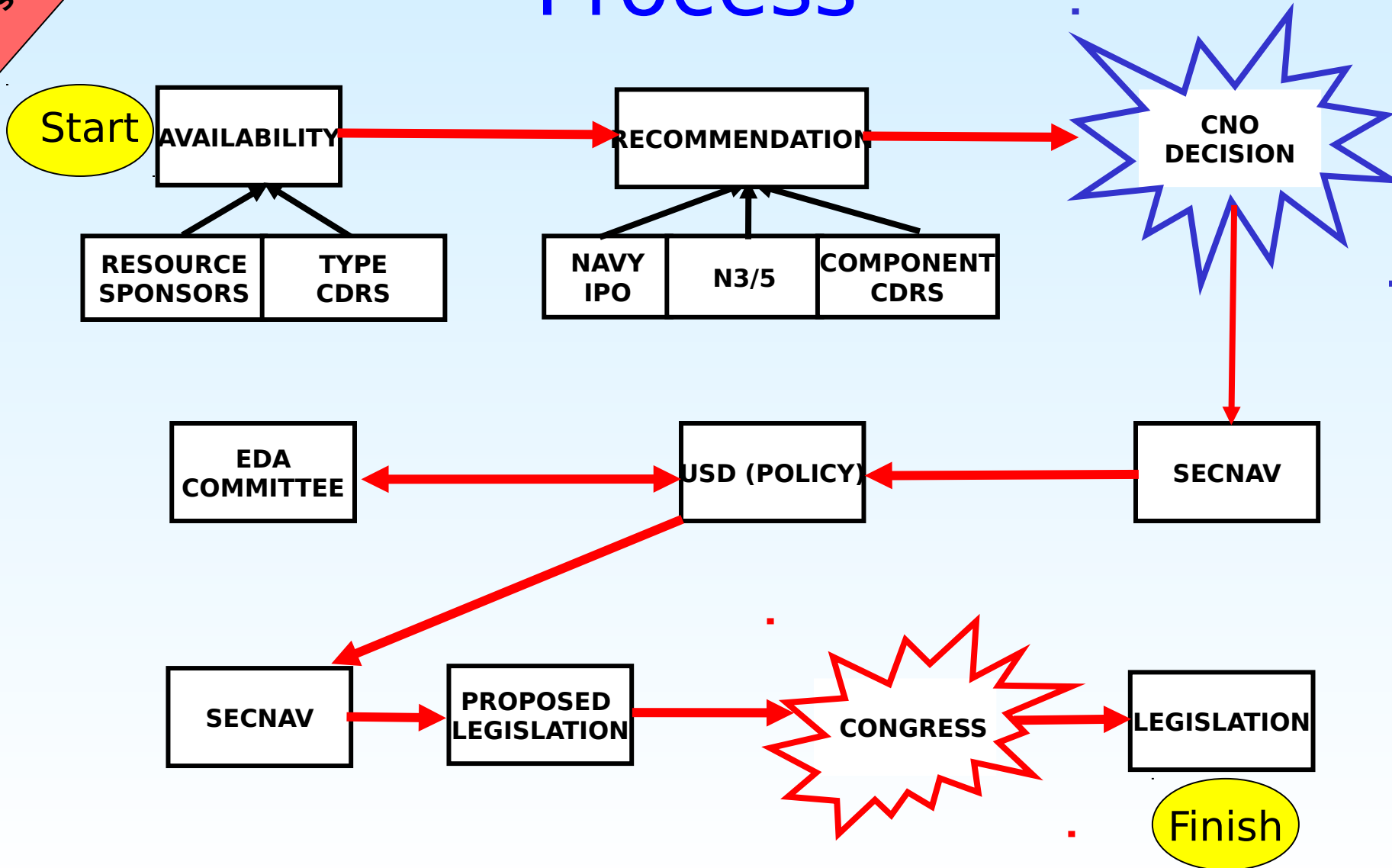


# New Program Developments

- UAE E-2C Program
  - 5 refurbished A/C awaiting acceptance
- Japan follow-on Aegis programs
  - LOA for 6<sup>th</sup> system expected July 03
- Taiwan KIDD Class Destroyer Program
  - LOA signed for four KIDD DDGs on 30 May 03
  - LOA signed for Harpoon Blk II missiles on 30 May 03
  - Project SM-2 missile LOA will be signed by 30 Jun 03



# Ship Transfer Approval Process

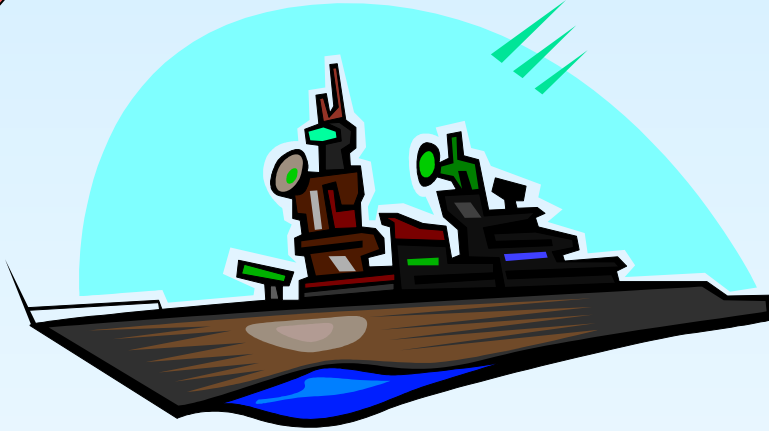


Ship Transfer

# Congressional Oversight of Ship Transfers

Section 7303(b)(1) of Title 10 of the U.S. code

**Legislation  
Required**



- Congressional Notification is required to transfer a ship. (AECA Sec 21, or AECA Sec 62, or FAA Sec 516, or AECA 36b)
- A naval vessel in excess of 3,000 tons or less than 20 years of age may not be transferred to another nation except as explicitly authorized by law.
- We would like to increase threshold, change notification or otherwise increase flexibility for DoN in ship transfer policy.
- Working legislative initiative for relief from 116 combatant ship transfers

**Ship Transfer**

# **Ship Transfers & Sales**

## **Completed After July 2002**

<b>Country</b>	<b>Ship</b>	<b>USN/ USCG</b>	<b>Transfer Date</b>
<b>Dominican Rep</b>	<b>CGC White Sumac (540)</b>	<b>USCG</b>	<b>1-Aug-02</b>
<b>Philippines</b>	<b>Cyclone (PC-1)</b>	<b>USN/ USCG</b>	<b>26-Nov-02</b>
<b>Mexico</b>	<b>Frederick (LST-1184)</b>	<b>USN</b>	<b>25-Dec-02</b>
<b>Nigeria</b>	<b>CGC Sedge (402)</b>	<b>USCG</b>	<b>31-Dec-02</b>
<b>Colombia</b>	<b>Durable (628)</b>	<b>USCG</b>	<b>15-Mar-03</b>
<b>Sri Lanka</b>	<b>Courageous (622)</b>	<b>USCG</b>	<b>15-Mar-03</b>
<b>Azerbaijan</b>	<b>82' Pt. Brower</b>	<b>USCG</b>	<b>28-Mar-03</b>
<b>Nigeria</b>	<b>CGC Cowslip (277)</b>	<b>USCG</b>	<b>31-Mar-03</b>
<b>Nigeria</b>	<b>CGC Firebush (393)</b>	<b>USCG</b>	<b>31-Mar-03</b>
<b>Turkey</b>	<b>Estocin (FFG 15)</b>	<b>USN</b>	<b>4-Apr-03</b>
<b>Nigeria</b>	<b>Sassafrass (401)</b>	<b>USCG</b>	<b>30-Apr-03</b>

Ship Transfer

# FY04/05 Potential Ship Transfers

## Hull/Name

**USS GEORGE PHILIP (FFG 12)**

**USS SIDES (FFG 14)**

**USS ANCHORAGE (LSD 36)**

**USS MOUNT VERNON (LSD 39)**

**USS KIDD (DDG 993)**

## Hull/Name

**USS CALLAHAN (DDG 994)**

**USS SCOTT (DDG 995)**

**USS CHANDLER (DDG 996)**

**USS FLETCHER (DD 992)**  
**USS OBRIEN (DD 975)**

This chart is revised since 24 June 03 NIID to reflect a decision to delete all CYCLONE class Patrol Craft

# Customer Service

- Timely Information
  - EDA
- Transparency
  - Team International
- Communication
  - NIID, Company Day
- Adapting to Changing Environment
  - Resource Utilization

# Excess Defense Articles

- Navy IPO messages requested countries provide updated list of items of interest
- Goal is transparency in EDA availability and strategic effort to match requirements with assets.
- EDA transfers often lead to ancillary programs

# Team International

- Current Teams
  - Heavy Lift Helicopter
  - Chile
  - Aegis
- Achievements
  - South Korea signed Aegis LOA
- Future Contributions
  - Team JSF
  - Chile AAW FG shipyard down-select December 2003
  - Japan Aegis LOA to be offered in June



# Communication with Industry

- Company Days (24 to date)
- NIIDs (16 to date)
- Senior Official Travel
  - Who, Where, When
  - Who, Where, When
- Action Item Tracking Database (Snapshot on Right)

Company	Event Date	Open AI	Closed AI	Total AI
BAE				
BAH				
Bell				
Boeing				
DynCorp				
EDO				
Finnemeccia				
GD				
GE				
Honeywell				
ITT				

# Improved Resource Utilization

## **What We Have Done to Improve**

- Team International
- Campaign Plans
- RFP Tracking
- Case Execution and Performance Tool (CEPT)
- PPBS and PBC
- International Affairs Certification
- QRB, CIM and LOA Conferences
- Country Summary Papers
- Integrated Closure and Execution Team
- Realign 02 organization to reflect establishment of NORTHCOM

## **What We Plan to Do**

- Continue to develop ongoing initiatives
- Consolidate work done at CLF/CPF to IPO
- Develop LOA Production Guidelines
- Develop Strategic Planning
- Conduct a true “zero-based” review for IPO
- International Activities Database

# Way Ahead

- Sales continue to be strong, but as programs grow, challenges increase in competitive environment
- Coordinating U.S. requirements with Allies
- Continuing to develop innovations to improve process
- Using existing resources in most efficient manner



# Q&A



# ***Navy-Industry International Dialogue***

## **International Programs Potential Business Opportunities**

**24 June 2003**